

## **ENERGY GIANT MANAGES RAPID GROWTH BY LEVERAGING A FLEXIBLE FINANCIAL PLATFORM**

When growing from \$5.4B to \$46.3B in four years, rapid change is an understatement. Especially when that growth comes through mergers and acquisitions. Multiple charts of accounts, on different financial systems, created it's own set of management and reporting issues. The time and effort to manually combine the financials along with the concern of accurately reporting at the corporate level, led Energy Transfer Partners (ETP) to look for new ways to leverage their SAP investment for consolidations and reporting.

## **SUCCESSFUL CONSOLIDATIONS LEADS TO ADDITIONAL SOLUTIONS**

ETP has spent the last six years pushing the performance accelerator with their SAP BPC software. The flexibility of the financial platform accommodated the unique detail level required for the separate companies, while consolidating to a common chart of accounts to provide executive reporting for the enterprise. In order to achieve this, data integration and process mapping was defined. Following best practices, the system was delivered to standardize the consolidations process and automate many of the manual processes from the past.

Once the data and process foundation was created, it was easy to utilize the BPC platform to solve many other financial challenges the company faced. This allowed ETP to realize additional value in the software investment beyond consolidations that was not originally anticipated. The next solution was to shorten the cycle time and improve the accuracy of the budgeting process.

This led to increasing the integrity of the headcount planning and capital project dollars that feed into the budgetary process. Margin planning was the next opportunity to tackle to further enhance the numbers for the budget process.

The opportunities to leverage the system didn't end there. A unique value-add project that stemmed from this growing platform was a decision analysis tool used in a specific business unit. Utilizing the base data and the ability to customize logic to perform industry specific calculations, a gas imbalance application was created to increase profits by leveraging supply & demand data on a daily basis. The application has grown by including functionality such as tax reporting, FERC compliance and flexible management reporting.

## **IN MASSIVE ACQUISITION MODE, ENERGY TRANSFER PARTNERS FINDS THE CONFIDENCE AND CAPABILITY TO MANAGE GROWTH**

This robust financial platform continues to allow ETP to proactively manage ongoing changes in a highly volatile industry. This requires flexibility and adaptability from both the software and strategic implementation partner. VantagePoint became ETP's strategic partner and trusted advisor because they brought the right expertise at the right time. Couple this with the deep financial, technical and industry experience, VantagePoint has brought the confidence, capability and support ETP requires to maintain their leadership position.

Alignment & Insights for Higher Performance

Get more from your SAP investment by leveraging our business acumen and technology experience.

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